

Curriculum Vitae

Shobhit Tripathi

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Objective

A confident and optimistic MBA with extensive experience in construction and manufacturing. Often seen as a dynamic and enthusiastic person with a distinctive outgoing personality. Specialities: Human Resources, Administration, Employee Relations, Change Management, HR Strategy, Recruitment, Training, Performance Management, Organizational Development

Education

Full Time MBA - Two Year Program, Marketing and HR	LM Thapar School of Management, Thapar Institute of Engineering and Technology, Mohali (Punjab)	2018-20	CGPA - 7.6
Certificate Program	Brand Marketing - Simplilearn, San Francisco, California, USA	2020	100 %
Certificate Program	Supply Chain Management - Manipal Pro Learn, Bangalore	2016	90 %
B.E - Electrical Engineering	Bhilai Institute of Technology (BIT), Bhilai, Distt - Durg (CG)	2005	67.2 %
12 th , CBSE Board	DAV Public School, ACC Jamul, Bhilai, Distt - Durg (CG)	2000	77.6 %
10 th , CBSE Board	DAV Public School, ACC Jamul, Bhilai, Distt - Durg (CG)	1998	70.2 %

Core Strengths and Key Skills

- 11+ Years of Experience in ACC Limited in Electrical and Logistics functions from April 2006 to Sep 2017.
- Skilled in Microsoft Office (Word, Excel, PowerPoint), 'MS Office' Certified from AISECT, Bhopal (MP).
- Worked as an End User in SAP SD (Sales and Distribution) Module for Logistics at ACC Limited.
- Trained in Occupational Health and Safety (OHS) for Logistics Safety by Lafarge Holcim, ACC Limited.
- Good in the area of Logistics, Cost Optimisation, Problem Solving, Team Building, Networking, etc.
- Good Computer, IT and Analytical Skills.
- Good in Managing People, Teams and Resources.
- Good Oral and Written Communication Skills in English and Hindi.
- Good Presentation, Negotiation, Organizing, Interpersonal, Public Speaking and Leadership Skills.

Professional Experience - ACC Limited (Lafarge Holcim) - (Apr 2006 - Sep 2017), (136 Months)

- Assistant Manager - Electrical, 25 MW Power Plant - Kymore (Katni, MP), Jamul (Bhilai, CG) - (Apr 2006 - Sep 2012)
- Deputy Manager - Logistics - Jamul, RO Kolkata, SU Ranchi, AO Dhanbad, Sindri (JhK) - (Sep 2012 - Sep 2017)

Corporate Roles and Responsibilities

- Proficient in handling the Logistics Operations for cost effectiveness and efficiency in the Supply Chain.
- Achieve maximum cost savings by optimum dispatches from the Plant and Inventory levels in Warehouses.
- Coordination with the CNFs, Dealers, Retailers, Warehouses, Plant and Sales Teams.
- Planning and Execution of Dispatches, Inventory Management, Fleet Management and Cost Optimization.
- Collaboration with the various Departments in the Plant, Sales Unit and Area Office.
- Implementation of Logistics Safety initiatives in the Plant, Area Office, Warehouses and Transporters.
- Implement TPM-SHE Pillar (Safety, Health and Environment) and Safe Work Procedures as per the OHS Principles.
- Organizing the various Promotional Activities and Events in the Plant, Area Office and Warehouses.
- Corporate Presentations at the Plant, Area Office (AO), Sales Unit (SU) and Regional Office (RO).
- Conducting Audits and Inventory Checks at the Warehouses.
- Regular Meetings with the CNFs, Dealers, Retailers and Transporters.

Awards and Achievements

- Second in NIPM National Level Business Quiz, Finals held at SJIM, Bangalore and won Rs. 15,000/- on 15th Sep'19.
- Second in NIPM Regional Level Business Quiz held at Amity GBS, Chandigarh and won Rs. 1,500/- on 21st Aug'19.
- Participated in NIPM Regional Level Business Quiz held at Amity GBS, Chandigarh on 13th Aug'18.
- Second in ACC Unit Level 'Mastermind GK Quiz' Contest (2013)
- First/Second in Madan Mohan Rajoria Inter DAV Public Schools GK Quiz Competition (MP Zone) at State Level (1997/98)
- Second in Inter State GK Quiz Competition (MP Zone) conducted by BSP (Bhilai Steel Plant) and YMCA (1998)
- Second in Centre in Inter School, State Level 'Srijan' GK Competition during academic years (1995 to 1998)
- Second in GK Quiz of 'Chhattisgarh Jan Vigyan Utsav', conducted by 'National Council for Science and Technology', Government of India at the School level (1997)
- Second in GD (Group Discussion), organized by Electrical Engineering Department of BIT, Durg (2004)
- Consolation in 'Super Five', Inter Branch Competition, organized by Civil Engineering Association of BIT, Durg (2004)
- Represented BIT, Durg at St. Thomas College, Institute of Engineer's and ICFAI Business Academy in Bhilai for GK Quiz Competitions (2003)
- Won Awards in GK Quiz, Debate, Extempore, Elocution and Essay Writing Competitions at School and College.
- Vocational Industrial Training at Bhilai Steel Plant, SAIL in Electrical Power Systems during B.E at BIT, Durg (2004)
- Secured State Level Rank of 400 in CG - PET Engineering Entrance Exam conducted by VYAPAM (MP) (2001)
- Admission Score in CMAT - 97.01 %ile at LM Thapar School of Management (2018)
- Merit Scholarship Holder - 30 %, Rs. 77,592/- at LM Thapar School of Management (2018)
- 100 % Attendance in the MBA Programme of LM Thapar School of Management (2018-20)
- Runners in GD and House of Lords at Frosh in LM Thapar School of Management (2018)
- Participated in Debating Events of The Orators Club at LM Thapar School of Management.
- Participated in Sports Events of LM Thapar School of Management.

MBA Summer Internship

Walmart India, Best Price - Zirakpur, Mohali (Punjab) - Marketing and Sales - (27th May - 13th July 2019)

Project - Sales Revenue Generation along with Customer Retention and Membership Drive.

Key Findings / Results

Sales is the lifeline of any Business. The Retail Stores face many challenges in their pursuit of growth and sustenance. Marketing, Supply Chain and Inventory Management can address the customer service issues and keep up with the ever changing customer expectations.

By studying the customer's buying behaviours, companies can solve the customer's problems for their satisfaction, happiness and good shopping experience. Companies have to be proactive and responsive to the changes in customer's preferences, demands and sales trends.

I mapped the Best Price members of the Mohali market. The members who visited the store generated sales revenue of Rs. 296,511/-. I made 16 NSUs (New Sign Ups / New Members) with Add Ins in the Chandigarh and Mohali markets.

Responsibilities held in LM Thapar School of Management

- President of NIPM, Punjab Chapter in LM Thapar School of Management.
- Student Ambassador for LM Thapar School of Management.
- Location Leader of Thapar AlmaConnect for the Chandigarh Chapter.
- Attended the Conferences of HR4HR Club at STPI, Mohali and of NIPM at CII, Chandigarh.
- Volunteered at Punjab Innovation and Technology Summit in Hotel The Lalit, Chandigarh on 5th Nov'19.
- Attended the Silver Jubilee Celebrations for the Batch of 1990-94 at TIET, Patiala on 21st Dec'19.
- Coordinated the Basketball Match between LMTSM and Chandigarh University on 19th Oct'19.
- Member of The Orators Club - Debating and Public Speaking Society.
- Sustainability in Practice (SiP) Project - Newsletter and Reporter.
- Photography of the Sports Events and Tournaments.
- Interviewed the Guest Speakers and Faculties.
- Member of the Mess Committee.
- Class Representative of the Batch.

Marketing and HR Projects in LM Thapar School of Management

- Strategy and SWOT Analysis of Air India and Jet Airways.
- Marketing Project on the Trends and Analysis of Chocolates in India.
- Strategy Project on the Trends and Analysis of E-Commerce Industries.
- Presentation on the Education Sector in India as a Services Marketing Project.
- Presentation on CRM (Customer Relationship Management) and Consumer Behaviour.
- Project on CSR, Corporate Governance and Ethical Policy of ACC Limited and ITC Limited.
- Marketing Project on Walmart India, Best Price for Sales and Distribution Management and B2B Marketing.
- HR Projects of Essays on Negotiation Strategies and Managing Across Cultures.
- HR Project of Organization Change and Development (OCD) on System 4 Management.
- HR Projects on Strategic and International HRM (SIHRM), Performance Management System (PMS) and Labour Law.
- Book Presentation of "Recasting India - How Entrepreneurship is Revolutionizing the World's Largest Democracy" by Hindol Sengupta as part of the Entrepreneurship Project.

Advertising and Brand Management Projects in LM Thapar School of Management

- Brand Portfolio of Maggi India.
- Essay on Advertising and Brand Management.
- Book Presentation of "Pandeymonium - Piyush Pandey on Advertising".
- Virtual Scrap Book of Advertisements - 21 Doordarshan Television Advertisements of 80s and 90s.
- Advertisement Creative for a Product - 'Chocolates' with a write-up behind its conceptualization (Print).

About

Seeking a position with a growing company where I can maximize my knowledge, skills, abilities, experience and learnings to achieve the company's strategic business goals.

Personal Details

- **Date of Birth** - 30th September 1984
- **Gender** - Male
- **Marital** - Single
- **Languages** - English, Hindi
- **Interests** - Reading, Quizzing, Debating, Travelling, Music